

Message Text

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47

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 USIA-15 PA-02 PRS-01 /036 W

----- 114383

P R 101028Z JUN 75

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC PRIORITY 3678

USDOC PRIORITY

INFO AMEMBASSY BEIRUT

UNCLAS DAMASCUS 2186

E.O. 11652: N/A

TAGS: BEXP, SY

SUBJ: COMMERCIAL PRESENCE FAIR - DAMASCUS

REF: STATE 132311

1. SUMMARY OF PROCUREMENT EFFORTS REQUESTED REFTEL FOLLOWS:

A. NUMBER OF EXHIBITORS AND TOTAL RENTAL INCOME IN HAND FOR OUTDOOR SPACE: NO CHECKS RECEIVED, BUT HAVE STRONG VERBAL COMMITMENTS FOR 1,000 SQ. METERS BY SIX EXHIBITORS.

B. NUMBER OF BOOTHS SOLD TO EXHIBITORS AND TOTAL RENTAL INCOME IN HAND FOR INDOOR SPACE: ONE 3 X 5 M. BOOTH SOLD TO BELL AND HOWELL, ONE 3 X 5 M. BOOTH SOLD TO FRIGITRONICS, FOR TOTAL RENTAL INCOME IN HAND OF \$5,600. HAVE STRONG VERBAL COMMITMENTS FOR SIX 3 X 4 M. BOOTHS AND EIGHT 3 X 5 M. BOOTHS, AND PAYMENTS EXPECTED BY MONDAY, JUNE 16.

C. ESTIMATED FINAL TOTAL FOR OUTDOOR SPACE: \$15,000.

D. ESTIMATED FINAL TOTAL FOR INDOOR SPACE IS MOST DIFFICULT TO PREDICT ACCURATELY AT THIS MOMENT, BUT BASED ON PARA. B, ABOVE, WOULD NOW PUT GOOD COMMITMENTS AT \$41,800.

2. INDOOR AT \$41,800 AND OUTDOOR AT \$15,000 PUTS US AT \$56,800 OR OVER TWO-THIRDS OF WAY TOWARDS \$79,000 GOAL. INTENSIVE EFFORTS OF EMBASSY, ECON/COML OFF'S RETURN TO BEIRUT
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FOR RECRUITMENT DRIVE, RTDO/BEIRUT'S EXCELLENT ASSISTANCE,

AND DUSEX/STATE/COMMERCE VERY HELPFUL BACKSTOPPING NOW
BEGINNING TO OVERCOME EFFECT OF BEIRUT DISRUPTION ON OUR
PROCUREMENT EFFORTS.

3. WE WILL SEND FOLLOW-UP STATUS REPORT TO ARRIVE WASHINGTON
OOB, JUNE 13.
PELLETREAU

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975DAMASC02186
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750201-1012
From: DAMASCUS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750662/aaaacekl.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 132311
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 12 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 FEB 2003 by PhilliR0>; APPROVED <06 FEB 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL PRESENCE FAIR - DAMASCUS
TAGS: BEXP, SY
To: STATE COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006